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POTASH & PHOSPHATE INSTITUTE



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For Immediate Release
PRESS RELEASE

E--281
November, 1988

POTASH SALES

JULY - SEPTEMBER QUARTER, 1988

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,744,222 tons of product containing an equivalent 2,208,916 tons K₂O during the period July-September, 1988, according to the Potash & Phosphate Institute. This was an increase of about 2% over the preceding July-September period.

EXPORTS to other countries were 1,114,543 tons K₂O, an increase of almost 17%.

TOTAL AGRICULTURAL SALES (including exports) were 2,069,278 tons K₂O, an increase of 1%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 930,797 tons K₂O, a decrease of 9%. In addition, 85,658 tons K₂O were imported into the U.S. from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 50,340 tons K₂O, a decrease of about 49%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 139,638 tons K₂O, an increase of 16%.

MEMBERS

• AMAX Potash Corporation • Chevron Chemical Company • Cominco Fertilizers • Great Salt Lake Minerals & Chemicals Corporation • MC Fertilizer Group, Inc. • Kalium Chemicals • Mississippi Chemical Corporation • Potash Company of America, Inc. • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc. • Western Ag Minerals Company

POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JULY - SEPTEMBER QUARTER 1988 AND 1987

E-281

(K₂O TONS)

<u>AGRICULTURAL</u>		JULY-SEPTEMBER	
<u>UNITED STATES</u>		1988	1987
Standard Muriate	43,202	60,637	
Coarse Muriate	449,719	518,464	
Granular Muriate	349,421	354,613	
Soluble Muriate	65,560	68,542	
Sulphates	22,895	22,584	
* TOTAL UNITED STATES	930,797	1,024,840	
<u>CANADA</u>			
Standard Muriate	172	58	
Coarse Muriate	19,721	46,201	
Granular Muriate	28,975	50,107	
Soluble Muriate	960	1,071	
Sulphates	512	582	
TOTAL CANADA	50,340	98,019	
<u>** EXPORTS</u>			
Standard Muriate	628,312	468,852	
Coarse Muriate	98,266	99,429	
Granular Muriate	302,941	302,234	
Soluble Muriate	34,300	30,262	
Sulphates	24,322	28,415	
TOTAL EXPORTS	1,088,141	929,192	
TOTAL AGRICULTURAL	2,069,278	2,052,051	
<u>NON-AGRICULTURAL</u>			
<u>UNITED STATES</u>			
Muriate	77,549	66,897	
Soluble Muriate	25,262	22,163	
Sulphates	1,845	1,521	
TOTAL UNITED STATES	104,656	90,581	
<u>CANADA</u>			
Muriate	7,549	4,001	
Soluble Muriate	959	1,018	
Sulphates	72	55	
TOTAL CANADA	8,580	5,074	
<u>EXPORTS</u>			
Muriate	1,856	9,533	
Soluble Muriate	24,546	14,913	
Sulphates	0	0	
TOTAL EXPORTS	26,402	24,446	
TOTAL NON-AGRICULTURAL	139,638	120,101	
GRAND TOTAL	2,208,916	2,172,152	
<u>OVERSEAS IMPORTS INTO THE UNITED STATES</u>			
Muriate	81,086	99,510	
Sulphate of Potash	4,572	4,833	
TOTAL IMPORTS	85,658	104,343	

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

POTASH & PHOSPHATE INSTITUTE



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3/8/84

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E--282
February 1989

POTASH SALES CALENDAR YEAR 1988

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during calendar year 1988 were 17,751,494 tons of product containing an equivalent 10,384,622 tons K_2O according to the Potash & Phosphate Institute. This was an increase of almost 2% over the preceding calendar year.

EXPORTS to other countries were 4,681,258 tons K_2O , an increase of about 17%.

TOTAL AGRICULTURAL SALES (including exports) were 9,795,866 tons K_2O , an increase of 1%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 4,796,663 tons K_2O , a decrease of 8%. In addition, 576,427 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 447,437 tons K_2O , a decrease of 17%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 588,756 tons K_2O , an increase of about 9%.

OCTOBER-DECEMBER 1988

TOTAL SALES for all purposes (including exports) were 2,542,460 tons K_2O , during the period October-December 1988. This was an increase of 8% over the preceding October-December period.

EXPORTS to other countries were 1,107,478 tons K_2O , an increase of 10%.

TOTAL AGRICULTURAL SALES (including exports) were 2,383,369 tons K_2O , an increase of 9%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,235,267 tons K_2O , an increase of 10%.

AGRICULTURAL SALES IN CANADA amounted to 82,697 tons K_2O , a decrease of 11%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 159,091 tons K_2O , a decrease of 2%.

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MEMBERS

Agco Chemical Company • AMAX Potash Corporation • Cargill, Incorporated • Cedar Chemical Corporation • Chevron Chemical Company • Cominco Fertilizers
Great Salt Lake Minerals & Chemicals Corporation • IMC Fertilizer Group, Inc. • Kalium Chemicals • Mississippi Chemical Corporation • Mobil Mining and Minerals Company
Potash Company of America, Inc. • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc. • Western Ag-Minerals Company

POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
CALENDAR YEAR AND OCTOBER-DECEMBER QUARTER, 1988 AND 1987

E-282

(K2O TONS)

AGRICULTURAL	CALENDAR	CALENDAR	OCTOBER-DECEMBER QUARTER	
UNITED STATES	1987/88	1986/87	1988	1987
Standard Muriate	285,600	361,467	75,788	102,846
Coarse Muriate	2,309,070	2,290,681	649,149	523,715
Granular Muriate	1,687,527	2,056,561	397,142	389,435
Soluble Muriate	373,949	396,777	75,281	75,601
Sulphates	140,517	133,552	37,907	31,749
* TOTAL UNITED STATES	4,796,663	5,239,038	1,235,267	1,123,346
CANADA				
Standard Muriate	9,401	450	3,010	223
Coarse Muriate	166,154	225,674	33,959	36,902
Granular Muriate	249,075	292,978	36,958	46,839
Soluble Muriate	8,142	7,529	1,992	1,679
Sulphates	14,665	15,592	6,778	7,724
* TOTAL CANADA	447,437	542,223	82,697	93,367
** EXPORTS				
Standard Muriate	3,245,421	2,455,884	855,713	582,962
Coarse Muriate	238,508	334,679	40,429	83,822
Granular Muriate	854,278	891,210	124,175	242,386
Soluble Muriate	120,239	115,775	34,376	37,595
Sulphates	93,320	101,806	10,712	23,602
TOTAL EXPORTS	4,551,766	3,899,354	1,065,405	970,367
TOTAL AGRICULTURAL	9,795,866	9,680,615	2,383,369	2,187,080
NON-AGRICULTURAL				
UNITED STATES				
Muriate	311,513	296,417	80,981	88,040
Soluble Muriate	114,540	96,465	28,461	27,690
Sulphates	7,303	5,184	1,683	2,281
TOTAL UNITED STATES	433,356	398,066	111,125	118,011
CANADA				
Muriate	22,945	19,365	5,411	6,261
Soluble Muriate	2,638	4,673	358	2,319
Sulphates	325	221	124	58
TOTAL CANADA	25,908	24,259	5,893	8,638
** EXPORTS				
Muriate	8,320	15,154	3,056	1,955
Soluble Muriate	121,043	100,585	38,973	33,779
Sulphates	129	156	44	71
TOTAL EXPORTS	129,492	115,895	42,073	35,805
TOTAL NON-AGRICULTURAL	588,756	538,220	159,091	162,454
GRAND TOTAL	10,384,622	10,218,835	2,542,460	2,349,534
OVERSEAS IMPORTS INTO THE UNITED STATES				
Muriate	531,132	371,863	146,090	146,440
Sulphate of Potash	45,295	30,043	15,057	7,913
TOTAL IMPORTS	576,427	401,906	161,147	154,353

* Does not include imports from overseas.
** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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PRESS RELEASE

E--283
MAY, 1989

POTASH SALES

JANUARY-MARCH QUARTER, 1989

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) were 3,615,932 tons of product containing an equivalent 2,113,283 tons K₂O during the period January-March, 1989, according to the Potash & Phosphate Institute. This was a decrease of about 21% from the preceding January-March period.

EXPORTS to other countries were 789,531 tons K₂O, a decrease of 30%.

TOTAL AGRICULTURAL SALES (including exports) were 1,970,618 tons K₂O, a decrease of more than 22%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 1,141,218 tons K₂O, a 12% decrease. In addition, 115,680 tons K₂O were imported into the United States from Asia and Europe.

AGRICULTURAL SALES IN CANADA amounted to 61,248 tons K₂O, a decrease of 57%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 142,665 tons K₂O, an increase of just over 3%.

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MEMBERS

Agro Chemical Company • AMAX Potash Corporation • Cargill, Incorporated • Cedar Chemical Corporation • Chevron Chemical Company • Cominco Fertilizers
Great Salt Lake Minerals & Chemicals Corporation • IMC Fertilizer Group, Inc. • Kalium Chemicals • Mississippi Chemical Corporation • Mobil Mining and Minerals Company
Potash Company of America, Inc. • Potash Company of Canada Limited • Potash Corporation of Saskatchewan • Texasgulf Inc. • Western Ag-Minerals Company

POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
JANUARY - MARCH QUARTER 1989 AND 1988

E-283

(K₂O TONS)

<u>AGRICULTURAL</u>		<u>JANUARY-MARCH</u>	
<u>UNITED STATES</u>		1989	1988
Standard Muriate		117,380	100,626
Coarse Muriate		436,457	583,303
Granular Muriate		449,719	475,428
Soluble Muriate		90,490	96,620
Sulphates		47,172	45,189
* TOTAL UNITED STATES		1,141,218	1,301,166
<u>CANADA</u>			
Standard Muriate		238	6,001
Coarse Muriate		25,723	54,888
Granular Muriate		31,858	78,225
Soluble Muriate		1,316	1,149
Sulphates		2,113	2,923
TOTAL CANADA		61,248	143,186
** EXPORTS			
Standard Muriate		527,583	789,709
Coarse Muriate		43,370	62,526
Granular Muriate		138,021	197,988
Soluble Muriate		30,738	24,885
Sulphates		28,440	27,588
TOTAL EXPORTS		768,152	1,102,696
TOTAL AGRICULTURAL		1,970,618	2,547,048
<u>NON-AGRICULTURAL</u>			
<u>UNITED STATES</u>			
Muriate		83,008	76,657
Soluble Muriate		32,574	28,761
Sulphates		1,538	1,799
TOTAL UNITED STATES		117,120	107,217
<u>CANADA</u>			
Muriate		3,452	4,921
Soluble Muriate		676	859
Sulphates		38	52
TOTAL CANADA		4,166	5,832
<u>EXPORTS</u>			
Muriate		2,008	957
Soluble Muriate		19,371	23,932
Sulphates		0	28
TOTAL EXPORTS		21,379	24,917
TOTAL NON-AGRICULTURAL		142,665	137,966
GRAND TOTAL		2,113,283	2,685,014
<u>OVERSEAS IMPORTS INTO THE UNITED STATES</u>			
Muriate		105,540	174,398
Sulphate of Potash		10,140	15,600
TOTAL IMPORTS		115,680	189,998

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.

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For Immediate Release
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E--284
September 1989

POTASH SALES FERTILIZER YEAR 1988/89

TOTAL SALES of potash by the North American potash producers for all purposes (including exports) during the fertilizer year 1988/89 were 16,781,117 tons of product containing an equivalent 9,799,901 tons K_2O according to the Potash & Phosphate Institute. This was a decrease of 3% from the previous fertilizer year.

EXPORTS to other countries were 4,340,412 tons K_2O , a decrease of less than 2%.

TOTAL AGRICULTURAL SALES (including exports) were 9,191,492 tons K_2O , a decrease of 4%.

AGRICULTURAL SALES IN THE UNITED STATES by North American producers were 4,597,923 tons K_2O , a decrease of about 4%. In addition, 464,434 tons K_2O were imported into the U.S. from overseas.

AGRICULTURAL SALES IN CANADA amounted to 387,399 tons K_2O , a decrease of 23%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 608,409 tons K_2O , an increase of over 6%.

APRIL - JUNE, 1989

TOTAL SALES for all purposes (including exports) were 2,935,242 tons K_2O , during the period April-June, 1989, unchanged from the prior April-June period.

EXPORTS to other countries were 1,328,860 tons K_2O , also unchanged.

TOTAL AGRICULTURAL SALES (including exports) were 2,776,305 tons K_2O , a decrease of less than 1%.

AGRICULTURAL SALES IN THE UNITED STATES by the North American producers were 1,290,641 tons K_2O , a decrease of 3%.

AGRICULTURAL SALES IN CANADA amounted to 193,114 tons K_2O , an increase of over 12%.

NON-AGRICULTURAL SALES of potash (including exports) amounted to 158,937 tons K_2O , an increase of more than 4%.

MEMBERS: Agric Chemical Company • AMAX Potash Corporation • CF Industries, Inc. • Cargill, Incorporated • Cedar Chemical Corporation
Central Canada Potash • Chevron Chemical Company • Cominco Fertilizers • Great Salt Lake Minerals & Chemicals Corporation
IMC Fertilizer Group, Inc. • Kalium Chemicals • Mississippi Chemical Corporation • Mobil Mining and Minerals Company • Potash Company of America, Inc.
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POTASH & PHOSPHATE INSTITUTE
POTASH SALES BY NORTH AMERICAN PRODUCERS
FERTILIZER YEAR AND APRIL-JUNE QUARTER, 1988/89 AND 1987/88

E-284

(K2O TONS)				
AGRICULTURAL	FERTILIZER YEARS		APR - JUN	APR - JUN
UNITED STATES	1988/89	1987/88	1989	1988
Standard Muriate	324,952	330,093	88,582	65,984
Coarse Muriate	2,083,788	2,252,381	548,463	626,899
Granular Muriate	1,673,162	1,685,012	476,880	465,536
Soluble Muriate	361,159	377,251	129,828	136,488
Sulphates	154,862	134,048	46,888	34,526
* TOTAL UNITED STATES	4,597,923	4,778,785	1,290,641	1,329,433
<u>CANADA</u>				
Standard Muriate	3,709	6,500	289	218
Coarse Muriate	134,238	195,577	54,835	57,586
Granular Muriate	227,196	280,088	129,405	104,917
Soluble Muriate	7,419	7,940	3,151	4,041
Sulphates	14,837	15,681	5,434	4,452
* TOTAL CANADA	387,399	505,786	193,114	171,214
** <u>EXPORTS</u>				
Standard Muriate	2,850,519	2,813,210	839,187	971,687
Coarse Muriate	322,989	283,064	140,924	37,287
Granular Muriate	814,434	971,782	249,297	229,174
Soluble Muriate	123,537	119,420	31,925	26,678
Sulphates	94,691	110,303	31,217	30,698
TOTAL EXPORTS	4,206,170	4,297,779	1,292,550	1,295,524
TOTAL AGRICULTURAL	9,191,492	9,582,350	2,776,305	2,796,171
 NON-AGRICULTURAL				
<u>UNITED STATES</u>				
Muriate	326,552	307,920	85,014	76,326
Soluble Muriate	118,723	110,670	32,426	32,056
Sulphates	6,704	7,577	1,638	1,976
TOTAL UNITED STATES	451,979	426,167	119,078	110,358
<u>CANADA</u>				
Muriate	19,366	20,247	2,954	5,064
Soluble Muriate	2,553	4,658	560	462
Sulphates	269	242	35	77
TOTAL CANADA	22,188	25,147	3,549	5,603
<u>EXPORTS</u>				
Muriate	9,277	14,896	2,081	2,451
Soluble Muriate	124,921	106,216	34,229	33,592
Sulphates	44	156	0	57
TOTAL EXPORTS	134,242	121,268	36,310	36,100
TOTAL NON-AGRICULTURAL	608,409	572,582	158,937	152,061
 GRAND TOTAL	9,799,901	10,154,932	2,935,242	2,948,232
 <u>OVERSEAS IMPORTS INTO THE UNITED STATES</u>				
Muriate	427,320	549,906	94,604	129,558
Sulphate of Potash	37,114	38,412	7,345	10,066
TOTAL IMPORTS	464,434	588,318	101,949	139,624

* Does not include imports from overseas.

** Canadian and U.S. deliveries to countries other than the U.S. and Canada.